



**Meski Kondisi Penuh Tantangan,
MTDL Tetap Mampu Cetak Kenaikan
Laba Bersih 13,3% YoY di 9M24**

*Ditopang Pemulihan Lini Bisnis Distribusi TIK
di Segmen Consumer dan Commercial*

Jakarta, 31 Oktober 2024 - Emiten penyedia solusi digital dan inovator teknologi yang memiliki dua bidang usaha, yaitu bidang solusi & konsultasi serta distribusi TIK dengan pengalaman hampir 50 tahun, **PT Metrodata Electronics Tbk (MTDL)** mampu membukukan kenaikan laba bersih 13,3% di tengah kondisi menantang di 9M24.

Pada periode ini, Perusahaan berhasil membukukan pendapatan sebesar Rp 17,2 triliun, meningkat 14,1% YoY. Sementara laba bersih tercatat sebesar Rp 455,4 miliar, dibandingkan periode yang sama tahun sebelumnya yang sebesar Rp 401,8 miliar.

Kinerja positif tersebut didorong oleh unit bisnis distribusi sebagai penggerak utama peningkatan pendapatan. Di bisnis distribusi, segmen konsumen (PC and *Notebook*) dan komersial (*Server, Storage, dll*) mulai menunjukkan pertumbuhan di 9M24 ini, sementara penjualan *smartphone* meningkat dengan pesat didorong oleh pertumbuhan salah satu merek *smartphone* yang didistribusikan. Perusahaan mengalami kenaikan pangsa pasar. Secara keseluruhan, hingga 9M24, bisnis distribusi berhasil membukukan pendapatan sebesar Rp 13,5 triliun, meningkat 18,3% YoY.

Adapun pendapatan pada unit bisnis solusi & konsultasi pada periode 9M24 sedikit menurun, namun mendekati jadwal pembentukan kabinet pemerintahan baru, terlihat *order booking* mulai menunjukkan

**Despite Challenging Conditions, MTDL
Still Able to Book 13.3% YoY Net
Profit Increase in 9M24**

*Supported by Recovery of ICT Distribution
Business Line in Consumer and Commercial
Segment*

Jakarta, October 31st 2024 — A publicly listed digital solution provider and technology innovator company with two main business segments, which has two business fields, namely solutions & consulting and ICT distribution with almost 50 years of business experience, **PT Metrodata Electronics Tbk (MTDL)** managed to record a net profit growth of 13.3% amidst challenging conditions in the 9M24.

In this period, the Company managed to book revenue of IDR 17.2 trillion, increasing by 14.1 % YoY. Meanwhile, net profit was recorded at IDR 455.4 billion, compared to the same period the previous year which was at IDR 401.8 billion.

This positive performance was supported by the distribution business unit which became the main driver of increased revenue. In the distribution business, the consumer (PC & *Notebook*) and commercial segments (*server, storage, etc.*) began to show growth in 9M24, meanwhile, *smartphone* sales have increased significantly, driven by the growth of one of the *smartphone* brands distributed by the Company, which has gained market share. Overall, until the 9M24, the distribution business managed to record revenue of IDR 13.5 trillion, increasing 18.3% YoY.

As for the revenue in the solutions & consulting business unit in this period slightly decreased, but approaching the schedule for the formation of the new government cabinet, *order bookings* have begun to show



peningkatan. Bisnis solusi dan konsultasi meraih pendapatan sebesar Rp4,2 triliun, turun 4,1 % YoY.

Perusahaan melihat peluang perkembangan yang cepat dan berkelanjutan dari tren penggunaan teknologi solusi TIK yang utama berasal dari *Cloud, Business Application, Digital Business Platform, dan Cybersecurity*. Sementara sektor industri yang menjadi pilar utama penghasil pendapatan Perusahaan di antaranya layanan keuangan, telekomunikasi, minyak dan gas bumi, dan manufaktur. Antisipasi terhadap tren teknologi terkini, MTDL menjalin kerja sama dengan FPT-IS, pemimpin teknologi di Asia Tenggara, untuk lebih fokus dalam mengembangkan solusi keamanan siber, AI, dan *software development*. Dengan menggabungkan *local market knowledge* dari MTDL dan keahlian FPT-IS, kolaborasi ini bertujuan untuk mempercepat adopsi keamanan siber dan AI di Indonesia.

Selain itu, MTDL juga telah menyiapkan belanja modal alias capex sebesar Rp120 miliar untuk memperbesar kapasitas *logistic center* milik Perusahaan di Cibitung yang tingkat penggunaannya sudah mencapai lebih dari 90%. Kenaikan kapasitas gudang diharapkan dapat meningkatkan penjualan produk serta memperluas produk portofolio Perusahaan.

"Keberhasilan MTDL membukukan pertumbuhan positif pendapatan maupun laba bersih ini ditopang oleh strategi produk dan solusi yang tepat, serta kemampuan adaptif Perusahaan dalam memenuhi kebutuhan pasar yang terus dinamis. Kolaborasi dengan FPT-IS serta kenaikan dari kapasitas gudang menjadi bukti keseriusan kami dalam mewujudkan target untuk menjadi Perusahaan TIK terbesar di Indonesia," tutup **Susanto Djaja, Presiden Direktur MTDL**.

an increase. The solutions and consulting business achieved revenue of Rp4,2 trillion, down 4.1% YoY.

The Company sees opportunities for rapid and sustainable development from the trend of using ICT solution technology, the main ones coming from Cloud, Business Application, Digital Business Platform, and Cybersecurity. Meanwhile, the industrial sectors that are the main pillars of the Company's revenue generation include financial services, telecommunications, oil and gas, and manufacturing. Anticipating the latest technology trends, MTDL has partnered with FPT-IS, a leading technology company in Southeast Asia, to focus on developing cybersecurity, AI, and software development solutions. By combining MTDL's local market knowledge and FPT-IS's expertise, this collaboration aims to accelerate the adoption of cybersecurity and AI in Indonesia.

In addition, MTDL has set aside capital expenditure of IDR120 billion to increase the capacity of the Company's logistic center in Cibitung, the utilization rate of which has exceeded 90%. Increasing warehouse capacity is expected to boost product sales and expand the Company's product portfolio

"MTDL's success in achieving positive growth in revenue and net profit in challenging times, supported its effective product and solution strategy, as well as the Company's ability to adapt to the ever-changing market needs. The collaboration with FPT-IS and the increased warehouse capacity, is proof of our commitment to becoming the largest ICT Company in Indonesia," **Susanto Djaja, President Director of MTDL** concluded.



Tentang PT Metrodata Electronics Tbk:

PT Metrodata Electronics Tbk (“Perseroan”) perusahaan publik yang sahamnya tercatat di Bursa Efek Indonesia sejak tahun 1990 (IDX: MTDL) merupakan penyedia jasa solusi dan konsultasi, serta distribusi produk dan layanan Teknologi Informasi dan Komunikasi (TIK) dan Digital terkemuka di Indonesia yang bermitra dengan perusahaan-perusahaan TIK kelas dunia.

Perseroan pada saat ini memiliki bisnis utama, yaitu **Bisnis Distribusi Digital** (*Providing World-Class ICT Hardware and Software*) yang menangani bidang usaha distribusi kepada *dealer* dan perusahaan solusi TIK termasuk menjalankan bisnis *e-commerce*. Jaringan distribusinya ada di lebih dari 330 kota di Indonesia dan memiliki lebih dari 6.000 *channel partner* dan lebih dari 100 *brand* produk dan jasa TI kelas dunia.

Bisnis Utama lainnya yaitu **Solusi & Konsultasi Digital** (*Digital Solution Provider to Help Companies Achieving Digital Transformation*), yang menyediakan solusi lengkap TIK berdasarkan 8 Pilar Solusi Digital Metrodata, yang terdiri dari *Cloud Services, Data & AI, Hybrid IT Infrastructure, Cybersecurity, Business Application, Digital Business Platform, Consulting & Advisory Services*, dan *Managed Services* untuk mendukung transformasi bisnis digital.

About PT Metrodata Electronics Tbk

PT Metrodata Electronics Tbk (“the Company”) a public listed company in Indonesian Stock Exchange since 1990 (IDX: MTDL) is a leading provider of solutions and consulting services, as well as the distribution of Information and Communication Technology (ICT) and Digital products and services in Indonesia. partnering with world-class ICT companies.

It currently has its main business which is **the Digital Distribution Business** (*Providing World-Class ICT Hardware and Software*) that handles distribution to the dealers and ICT solution companies as well as running an e-commerce business. The distribution network covers more than 330 cities across Indonesia and has more than 6,000 channel partners with more than 100 brands of world-class IT products and services.

Another main business is **the Digital Solutions and Consulting Business** (*Digital Solution Provider to Help Companies Achieving Digital Transformation*) provides complete ICT solutions based Metrodata’s 8 pillars of Digital Solution, consisting of *Cloud Services, Data & AI, Hybrid IT Infrastructure, Cybersecurity, Business Application, Digital Business Platform, Consulting & Advisory Services*, and *Managed Services* to support digital business transformation.

Untuk informasi lebih lanjut, silahkan menghubungi:

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